Grant Writing –
"*Deep Thoughts*"

28 (or so) Considerations

Diana's Credentials to Fuss

- Sustainable Development Challenge Grants
- Pollution Prevention grants
- FIFRA (pesticide) grants
- Brownfields grants
- Water grants
- Air grants
- Marine and Estuarine Grants

- Seems like a bazillion…

Internet resources

- 1,830,000 hits searching on "writing federal grant proposals."
- The Whitehouse
- University of Wisconsin
- www.wilbers.com
- Catalog of Federal Domestic Assistance
- Many others!

If you need the money right now you're too late

- Keep a stash of ideas for proposals in folders and add needed documents as you go along (deeds, tax exemption certificates, possible partners, notes, etc.)
- Be READY for that short-deadline grant opportunity of a life time.
- BELIEVE that the government, a foundation, etc. wants to give you money!

If you need the money right now – you're too late (con't).

- Take the time to make a plan, not just a proposal. What do you want to have at the end of the project?

- Partners can both help leverage $ and give you credibility; consider youth, elder and community groups as well as universities. Give us PROOF: letters (and not form letters)!!!

- Good proposals are 2/3 planning, 1/3 writing

GUIDELINES
(Understand what the program is looking for.)

- Read 'em

- Digest 'em

- Spit 'em back – use the key *words* and *phrases* from the published guidelines.

- Don't make your reviewers hunt for your response to a specific question

The Summary

- If you can't do a fabulous job here – reconsider your project.

- In some high-volume competitions, reviewers may stop right there.

- Make your summary arguments with a few key statistics (census.gov, American fact-finder, etc.) – and expand in the proposal itself.

The Meat of the Project

- Simple, believable budgets and milestones.
- Also form the basis of measuring your project's progress.
- Measurable outcomes are not just a good idea – they are required by Executive Order.
- Problems for a Fed budget: equipment, food, etc. - ASK the contact if in doubt.

You'd think people would know:

- Don't take on more than you can handle. Unhappy endings are messy at best. Then there's that prison at Leavenworth….
- Pay attention to required page limits; font sizes; any % match
- Don't assume your reviewers know anything – REALLY!
- Don't add attachments not ASKED for.

You'd think people would know (con't):

- God gave some people the gift to write grants – 'nuff said.
- Don't shoot yourself in the foot - say just enough.
- Neatness and good organization count BIG TIME!
- Have a neutral party read the 2nd or 3rd draft.

You'd think people would know (con't):

- If you are just modifying a proposal from last year or from application to another grant program, have the courtesy to READ OVER the application and change the dates, agency names, letters of support, etc.

Emphasize (for all Fed grants)

- Sustainability (will the project live after the grant?)
- Replicability (can other communities/projects use this same approach? – say so!)
- LOCAL need.

Last "Deep Thought"

- Don't irritate your reviewers. We're just people like you. Would you want to read 100 proposals just like yours?